

Message Text

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INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 OPIC-06 OES-05 /041 R

DRAFTED BY COM/BIC.287/DCSTOW/GJW
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COM/BIC-287/DOGORDON
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STATE/NEA/ARP/QLUMSDEN

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R 041525Z JUN 75
FM SECSTATE WASHDC
TO AMEMBASSY BEIRUT
INFO AMEMBASSY ABU DHABI
AMEMBASSY KUWAIT
AMEMBASSY LONDON
AMEMBASSY MANAMA
AMEMBASSY TEHRAN

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E. O. 11652: N/A
TAGS: BTIO, TC, LE
S'BJECT: SHARJAH INVESTMENT OPPORTUNITY-OFFSHORE OIL
FACILITIES

REF: BEIRUT 6222, ABU DHABI 1069

1. COMMERCE'S FOREIGN INVESTMENT SERVICES STAFF (FISS)
DISCUSSED THIS OPPORTUNITY WITH SEVERAL U.S. FIRMS ACTIVE
IN THE FIELD IN THE MIDDLE EAST, ALSO THE PRESIDENT OF T;E
FIRM EMPLOYING BART PAFF.
2. ONE OF THESE FIRMS, A LE DER IN THE FIELD WAS CONTACTED
BY JOHN DANE IN MARCH, 1975 ABOUT THIS PROJECT.
3. THE COMPANY DECLINED THE OFFER BECAUSE (A) IT IS
ALLIGNED WITH A GROUP WORKING IN ABU DHABI AND KUWAIT WHICH
HAS ITS OWN CONNECTIONS WITH THE RULER OF SHARJAH(B)
THERE ARE ENOUGH COMPETITORS IN THE AREA TO M KE THE
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ECONOMIC VIABILITY OF THE PROPOSED FACILITY QUESTIONABLE.

4. COMPETITORS INCLUDE A FRENCH AND AN ITALIAN FIRM IN SHARJAH, PLUS U.S. COMPANIES IN DUBAI, BAHRAIN AND IRAN.

5. IN VIEW OF THIS INFORMAT- INFORMATION, PLUS THE EXISTENCE OF RELATIVELY FEW U.S. FIRMS IN THE FIELD, AND THEIR EFFICIENT COMMUNICATIONS SYSTEM, FISS FEELS IT WOULD BE INAPPROPRIATE TO DISSEMINATE THIS OPPORTUNITY.

6. THE EMBASSY'S COMMENTS AND ADVICE CONCERNING THIS APPROACH WILL BE APPRECIATED. KISSINGER

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Disposition Approved on Date:
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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